

1. For the third party renewables, what type of agreements do we need to have and for how long?
  - a. There is no requirement for the type and duration of third party renewable contracts. The length of 3<sup>rd</sup> party agreements will be part of the evaluation criteria.
2. Will the slides be available on the website after the presentation?
  - a. Yes, the slides and webinar have been posted to: <http://www.mass.gov/eea/energy-utilities-clean-tech/webinar-future-and-archive.html>
3. For the residential, is LEED certification needed? Will it be advantageous to do so?
  - a. LEED certification is not required for residential projects. Residential Applicants should include reference to any relevant certifications including, but not limited to LEED for Homes, Energy Star for Homes, US DOE Challenge Homes, and/or Passive House. For Residential projects, DOER will evaluate scope and scale of environmental design elements including, but not limited to, materials, indoor air quality, water, and siting. Applicants committed to third party certifications will be scored higher.
4. Can projects that are already planned, designed, or even where construction has begun, be considered for a grant?
  - a. Projects in the planning or design stage are eligible for grant funding. See question 33 for information about projects under construction.
5. Can these funds cover some costs which have already been expended prior to the award date?
  - a. DOER will evaluate grant proposals and make awards based on project budget as a whole, not necessarily to reimburse specific project expenses. The grant disbursement schedule will be based on milestones negotiated upon contract award. However, DOER will not provide grants funds for work that has been completed prior to contract award.
6. Is the requirement to meet LEED Silver a minimum requirement? Our project aims to meet the Living Building Challenge and should surpass the LEED Silver qualifications but will we need to also submit and secure LEED silver certification?
  - a. Please see answer to question 84.
7. How long may the grant monies be encumbered - ie must be used by what date?
  - a. Projects receiving funding for construction must begin construction by December 31, 2015. There is no specified end date; applicants must submit a proposed schedule which will be incorporated into the contract with DOER. Feasibility Study projects must complete study by April 30, 2015. Integrated Design funding projects must complete design phase by October 31, 2015. Feasibility of schedule and shovel-readiness of project will be included in the evaluation criteria.
8. Does DOER believe there will be another round of funding say, a Phase II?
  - a. While DOER hopes there will be additional rounds of funding for ZNEB projects, there is only one round of funding planned at this time.
9. Please clarify the difference between a feasibility grant and integrated design grant.
  - a. Feasibility grants will be done earlier in a project, looking at the viability of the site and be used to study the possibility of meeting the PON ZNEB criteria. Feasibility funds are pre-design. ZNEB Design grants will be used to design ZNEB buildings once there is a

commitment to the project and the site. Design funds are to complement the costs associated with a design process that is already in place.

10. As a supplier of renewable energy components for ZNEBs, is there any opportunity to identify potential partner organizations looking to incorporate our technology in efficient building proposals?
  - a. DOER is not publishing an interested parties list.
11. When do you anticipate notifying applicants for the awards?
  - a. Summer/Fall 2014
12. Is there a list of eligible expenses, particularly for the construction award? Will additional design time (e.g., in a design-build project) eligible or is it limited to the incremental cost of various measures that are taken?
  - a. DOER will evaluate grant proposals and make awards based on project budget as a whole, not necessarily to reimburse specific project expenses. The grant disbursement schedule will be based on milestones negotiated upon contract award. Additional costs for design costs may be included in the total project budget.
13. If you anticipate several rounds of funding, is it possible to be awarded a feasibility study grant in this round and a construction grant in a subsequent round?
  - a. While DOER hopes there will be additional rounds of funding for ZNEB projects, there is only one round of funding planned at this time.
14. Are the added expenses of LEED certification eligible construction expense? Will you be posting a list of eligible expenses? Will you be matching the grant amounts to specific expenses or simply a lump amount? (VII, D seems to indicate that it could be a lump sum.)
  - a. DOER will evaluate grant proposals and make awards based on project budget as a whole, not necessarily to reimburse specific project expenses. The grant disbursement schedule will be based on milestones negotiated upon contract award. Costs for LEED certification or any ZNEB measures should be included in the total project budget.
15. Is a large dormitory at a college an institutional project or a residential project?
  - a. College dormitories would be considered an institutional project.
16. What are the timing requirements such as start and completion dates for existing residential buildings?
  - a. Projects receiving funding for construction must begin construction by December 31, 2015.
17. What if the existing residential was recently completed but the renewable energy portion has not yet begun?
  - a. Projects that are completed and only require renewable installation are not eligible. The PON has been amended to reflect this change.
18. What is the earliest construction start date that would be eligible for this program?
  - a. DOER will announce grants Summer/Fall 2014. Projects receiving funding for construction must begin construction by December 31, 2015. There are no early start

date guidelines. See question 33 for guidelines for eligibility of projects that have begun construction before grant award.

19. How important is it that the design team have a proven, long term track record of designing homes which achieve zero net or Passive House actual delivered energy performance or certification ?
  - a. Qualifications and relevant previous experience is one of the evaluation criteria. No previous ZNEB experience is required.
20. Must a home demonstrate zero net operation during at least one of the three years of monitoring to be eligible?
  - a. All residential projects funded under this solicitation must meet the ZNEB definition in the PON. Energy monitoring is required along with post-construction data submission. However, the ZNEB eligibility for residential will be based on the preliminary HERS rating and demonstrated feasibility to meet the ZNEB standard, not actual performance.
21. What would be the impact on the grant selection process if the home is also applying for the MA New Construction Tier III incentive?
  - a. Projects are encouraged to leverage other incentives as part of their financing package and will not be penalized for receiving multiple incentives.
22. Given a Single Family residence that is part of a complex of other buildings, should/must the energy metering capability be segregated from other uses (e.g. wood working shop, other multi-family residence, etc.)?
  - a. Single family homes must have separate energy metering that tracks all energy use associated with the home by fuel, including renewable energy. No further submetering is required inside for systems within a housing unit.
23. Approximately how many single family grants do you foresee?
  - a. See PON Section 1.D. Awards will depend on a number of criteria and the responses received.
24. Can we apply for all three - feasibility study, design services and construction cost or only one of those?
  - a. No, you may only apply for the category that is most appropriate for your project.
25. Would LEED silver certification be required for a church project?
  - a. A church is not a residential project, so it would be considered a commercial or institutional project. All Commercial and Institutional projects must meet the certification requirements of the PON. Please see answer to Question #84 for more information.
26. If you can't get to zero due to site limitations will a project still be eligible?
  - a. Residential projects must meet the ZNEB definition in the PON. If the referenced project in the question is residential, then the project is not eligible. All commercial and institutional projects funded under this solicitation must demonstrate that, through planning and design, the Applicant has made all efforts and reviewed all options to meet the ZNEB definition above. However, commercial and institutional projects that will not

achieve ZNEB are still eligible to apply provided the Applicant clearly explain why the building will not meet ZNEB.

27. Can off site PPA agreements qualify to meet ZNEB requirements?

- a. Yes, for commercial and institutional projects. Please see the renewable ranking criteria in Evaluation Criteria II. For residential projects, an off-site PPA does not qualify to meet the ZNEB standard. Residential projects must meet the PON definition which states in part "...generates energy onsite, using clean renewable resources...". "Generates energy onsite" means that renewable energy generating units (e.g. solar panels). sufficient to cover the full annual building load are located within the boundary of the site, adjacent to, and providing power to, the building.

28. What is a Gateway city?

- a. The following is the list of "Gateway Cities" in Massachusetts: Attleboro, Barnstable, Brockton, Chelsea, Chicopee, Everett, Fall River, Fitchburg, Haverhill, Holyoke, Lawrence, Leominster, Lowell, Lynn, Malden, Methuen, New Bedford, Peabody, Pittsfield, Quincy, Revere, Salem, Springfield, Taunton, Westfield, Worcester. MGL Chapter 23A, Section 3A defines a "Gateway municipality" as a municipality with a population greater than 35,000 and less than 250,000, a median household income below the commonwealth's average and a rate of educational attainment of a bachelor's degree or above that is below the commonwealth's average.

29. How many applications are you anticipating from commercial/institutional applicants?

- a. Unknown

30. On multifamily, must each unit meet ZNEB definition or does it apply to the property as a whole?

- a. Either option applies, provided all stand alone residential buildings meet the ZNEB definition, regardless of the number of units.

31. Regarding the monitoring option is there any more detail on the ""hydrothermal"" parameters of interest? I.e. temperature and humidity both inside and outside the house? Anything else? Actuation of humidity controlling equipment?

- a. All Applicants should describe any plans to monitor non-energy performance criteria. Residential Applicants seeking the optional \$2,000/unit adder must include a strategy for unit by unit monitoring of hygrothermal performance of walls, indoor air quality performance over time, and any other relevant technical elements, as well as a plan for ensuring this information will be reported back to DOER for a minimum of three (3) years following project completion.

32. Does project budget include site costs?

- a. Yes. Please include all project costs.

33. Are projects under construction applicable?

- a. Projects or units already under construction are not eligible, except when the applicant clearly demonstrates that the grant funds requested will change the design and construction of the project or units and will materially change the resulting energy

performance necessary to achieve the PON ZNEB definition. The PON has been amended to reflect this change.

34. If you are building a high efficiency home and are willing to stretch to net zero would the project be applicable?
- a. Yes, this is the intent of the grant program. We will supply grants to projects that will stretch to meet the ZNEB requirements, and also to projects that are planning to meet ZNEB from the onset of their planning process. The goal is to encourage broad adoption of ZNEB buildings.
35. We are a non-profit 501 3© that has many single family residences that could benefit from ZNEB assessment and implementation, could we submit more than 6 single family residences to be classified within the multi-family grant sector?
- a. Yes, if they are on the same site. If they are on different site, then they would need to be submitted as separate projects.
36. Can you tell us more about eligibility for feasibility grants and integrated design grants?
- a. Projects for feasibility and design grants need to have a goal of meeting the same requirements as construction grants. The proposal submission requirements are the same, please see PON section 4.C. for more information. All proposals will be evaluated based on the requirements of the PON. Please see Answer to question 9 for more information.
37. How many viewers are on the webinar?
- a. DOER is not publishing an interested parties list.
38. Does a retrofit of a commercial space, owned by a non-profit, have preference over other projects?
- a. No.
39. What is the funding "formula" for commercial class bldgs? i.e. up to X%?
- a. Up to \$500,000 in funding is available for commercial construction grants. Per PON section B.VII.d., DOER is requesting that applicants "Provide total grant amount requested and as a percentage of total project cost."
40. Can MassCEC funds be used in conjunction with ZNEB?
- a. Yes. Any additional funds from MassCEC, Mass Save, or other sources can be used for projects that have been awarded grants. Leveraged funds are part of the evaluation criteria
41. When will funds be provided? i.e, after completion, during progress, etc.
- a. The grant disbursement schedule will be based on milestones negotiated upon contract award.
42. For commercial projects, please confirm that the following would be required for a construction grant: a commissioning plan and an energy model and commitment to LEED silver
- a. For commercial projects, a commissioning plan as well as an energy model is required to be submitted, and projects must meet the PON certification requirements.

43. Can you confirm: a single organization can submit an application for funding for up to 4 single family residences?
- A single applicant can submit multiple applications for multiple projects. If the residential projects are on one site, they can be considered a multi family project as a single application.
44. If a large project has 3 different housing types (multi-family, single family and cottage cohousing) with possible different owner/developers, should they be submitted as 3 different project submissions?
- That is up to the submitter. If they are all on the same site, and all residential, they may all apply as a multi-family project. They could also be considered separate projects. One party would need to be the designee for the grant.
45. If a single family home project has several homes, should they be submitted individually?
- They can be submitted individually, or if they are on the same site, they can be submitted as a multi family project.
46. If a project has several duplex homes, should they be submitted individually or as one project submission?
- They can be submitted individually, or if they are on the same site, they can be submitted as a multi family project.
47. What software/tool are you using to accept the claim that a residential project is Net Zero?
- We are using and approving on the ResNet approved software, including EnergyGauge or REM/Rate or other approved software programs. We are looking for a HERS zero (0) or lower. For all housing units in a residential project, report a HERS score; total MMBTUs per year; number of bedrooms; and conditioned area (square footage) of the unit. Applicants should include the Preliminary Home Energy Rating Certificate. We will also accept a Passive House Planning Package (PHPP) submission, but we imagine many those projects will get a HERS rating as well. The PON will be amended to accept PHPP submissions.
48. If we have projects that are already slated to start this fall but the design could be altered to fit ZNEB - would they be encouraged to apply or are you looking for projects further out?
- That project would be eligible for the grant.
49. What does RPS Class I or II eligible mean?
- More information can be found at: <http://www.mass.gov/eea/energy-utilities-clean-tech/renewable-energy/rps-aps/rps-and-aps-program-summaries.html>
50. Please review what you meant by the \$2000/unit on the residential projects
- This is an adder for non-energy monitoring.
51. Do "Brownfields" need to be officially registered with the DEP - or does Lead Paint/Asbestos abatement requirements allow for us to claim it is a Brownfield?
- Sites do not need to be registered as a Brownfield with DEP. More information about DEP's Brownfield program can be found at:  
<http://www.mass.gov/eea/agencies/massdep/cleanup/programs/>

52. You mentioned previous ZNEB experience - are you looking for projects to have had specific awards e.g. Passiv Haus
- No previous ZNEB experience is required by the project teams.
53. Do you have any priority ranking for particular on-Site renewable sources?
- All class 1 renewables will be treated the same. Renewable thermal and renewable electric will be treated the same for on-site purposes.
54. Can you publish a list of interested bidders? This may help firms self-serve with the 'matching service' you just mentioned.
- DOER is not publishing an interested parties list. No parties expressed interest via email to being matched with other firms, as was mentioned on the webinar.
55. Do residential projects that have been recently completed qualify for grants under construction costs?
- Recently completed projects are not eligible at this time. Existing buildings that will undergo renovations to meet the ZNEB definition are eligible.
56. Can the feasibility study include costs of presentation to local planning board.
- DOER is funding feasibility studies and the funds must be used for that purpose.
57. Are buildings in Municipal Light Plant (MLPs) eligible?
- Yes.
58. Will funding be reimbursed to a project after project costs are incurred?
- The grant disbursement schedule will be based on milestones negotiated upon contract award.
59. If you apply for feasibility or Integrated Design Services, will funds later be available for construction? Or should you apply for construction funding now too?
- Only one grant program can be applied for.
60. Is this program coordinated with MSBA for school construction?
- DOER has informed MSBA of this program, and is working with MSBA on other energy efficiency programs related to schools. The ZNEB pilot is designed to supplement funding from other state sources.
61. Can an organization apply in more than one category?
- A single project may apply in only one category. An organization can submit multiple projects, and these projects can be in different categories.
62. An organization can apply for multiple projects, but a single project can only apply for one grant program. If we apply for a construction grant, can we also apply for an integrated design services grant?
- Only one grant program can be applied for per project. Please select the funding opportunity that is most appropriate for your project.
63. How many participants on the webinar today?
- DOER is not publishing an interested parties list
64. Is the DOER encouraging civic spaces that will include a net zero educational component?

- a. DOER encourages Applicants to submit projects located in Gateway Cities, multi-family developments, affordable housing projects, state or municipal public projects, and brownfield or infill redevelopment projects and DOER may prioritize these projects. In section B.VII.b., DOER is asking for “A description of the team’s intended training and management plan to enable optimal building performance post-occupancy. This should include both building maintenance staff training as well as any building occupant training programs.” ZNEB education for the general public is encouraged and will be part of another ZNEB program.
65. Can you explain relationship between Construction grant and the monitoring adder a bit more?
- a. The non-energy monitoring adder is available for residential projects. If this adder is requested, applicants should describe any plans to monitor non-energy performance criteria. Residential Applicants seeking the optional \$2,000/unit adder must include a strategy for unit by unit monitoring of hygrothermal performance of walls, indoor air quality performance over time, and any other relevant technical elements, as well as a plan for ensuring this information will be reported back to DOER for a minimum of three (3) years following project completion. This is an optional requirement for residential projects.
66. Will DOER fund commercial projects that approach, but fall short of achieving zero net energy?
- a. Yes. All commercial and institutional projects funded under this solicitation must demonstrate that, through planning and design, the Applicant has made all efforts and reviewed all options to meet the ZNEB definition above. However, commercial and institutional projects that will not achieve ZNEB are still eligible to apply provided the Applicant clearly explain why the building will not meet ZNEB.
67. Do the 1-3 commercial and institutional projects anticipated to be funded this year include feasibility studies for commercial/institutional projects?
- a. Not known at this time, it depends on volume of responses.
68. Is the proportion of commercial/institutional vs. residential projects for this year likely to be similar in future funding years?
- a. There is only one round of funding approved at this time.
69. Has DOER coordinated with the Mass School Building Authority (MSBA) regarding timing and design standards? If a project has received MSBA approval to begin formal planning for a new school, could the school qualify for a ZNE feasibility study? Assuming the feasibility proves possible, do you know if MSBA would allow reimbursement of the additional construction costs associated with ZNE?
- a. DOER is willing to discuss specific projects with MSBA on a case by case basis.
70. Will this grant be available for additions to existing buildings? If so, would the entire building then have to qualify as a ZNEB? i.e. LEED certified labs or offices within a building that is not LEED certified as a whole.
- a. Yes existing buildings are eligible. The whole building would have to meet the PON ZNEB criteria.



71. Is the grant available for municipal buildings?
- a. Yes.
72. Are real estate investment trust eligible for this grant program?
- a. Yes.
73. In a configuration of multiple buildings, only one of which would be entered for the grant program, would it be acceptable to have that building metered with a 'glass meter' that is not owned by the utility company, and the owner to document monthly readings for net energy consumption ?
- a. Yes, if the meter is revenue grade, but only if you do not have a utility meter for the individual building.
74. If a home is to use gas for space heating or Domestic Hot Water, can Photovoltaic be used to offset the gas consumption. If so what ratio of PV generated electricity would be necessary to offset 1 KWH of gas use?
- a. Yes, it should be calculated on a source BTU basis.
75. Can you confirm that matching funds are not required? Our understanding is that the extent of matching/leveraged funds is a criterion for evaluating grant proposals, but that there is not a minimum match required. Is this correct?
- a. There is no minimum match required.
76. Can contractors be selected prior to submitting a grant application, or it necessary to go through a competitive procurement process where bids from multiple contractors are solicited?
- a. DOER is funding projects. How the project is procured and managed is up to the owner. All public projects must adhere to relevant procurement requirements.
77. If we submit an application for an integrated design grant, by when do we need to spend the money if we are awarded the grant. Also, if we successfully complete the design project, when might we apply for a construction grant? In other words, how quickly might we proceed to construction?
- a. Integrated Design funding projects must complete design phase by October 31, 2015. Project may submit for either design or construction funds.
78. Are DCAMM funded projects eligible to participate in the Pathways to Zero grant program?
- a. Yes.
79. What is meant by "commissioning of the building upon completion?" Can you provide an example?
- a. Commissioning is a LEED requirement, and more information can be found on USGBC's site at: <http://www.usgbc.org/node/1731178?return=/credits/new-construction/v2009>
80. In Narrative Section VII. Project Budget item d. "Is the total project cost referred to sales cost or development cost?"
- a. Development cost.
81. In Narrative Section VII. Project Budget item e. "Is the total cost per square foot based on sales or cost of building per square foot?"
- a. Construction cost per square foot.

82. In Narrative Section VII. Project Budget item e. "Does total project cost include land cost or not?"
- All project costs should be included, including land costs.
83. In Narrative Section II. ZNEB Project Details e. "What types of documentation are acceptable for Demonstration of site control?"
- That is up to the bidder. Please provide documentation that you believe will demonstrate site control. If DOER requires additional documentation to support a proposal, it will be requested after the submission date.
84. Our project will be striving to meet the Living Building Challenge(TM) (LBC), the highest standard of sustainability in the built environment. This system is performance-based and our hope is to receive full certification after 12 months of operation during which time we track our energy use and numerous other factors. The LBC incorporates many of the same values as LEED but takes them further. As with LBC, there is a not insignificant cost to documenting and recording the evaluation measures. Unfortunately, those measures are distinct from LEED. What this means for us is that if we are required to be LEED certified to be eligible for DOER funding, we will be paying a second certification fee. If our project is funded, would DOER consider allowing our project to forego the LEED certification and instead recognize the LBC certification as meeting the spirit of the grant?
- Projects that achieve Living Building Challenge certification or Passive House certification do not need to be LEED certified. The PON will be amended to reflect this change.
85. Will this funding be awarded as an outright grant at the time of the award announcement? Or is it intended to be a reimbursement award?
- The grant disbursement schedule will be based on milestones negotiated upon contract award.
86. When do you expect to release a PON for the second component of the Pathways to Zero Program which encompasses public awareness campaigns, and efforts to develop and standardize best practices?
- This will be determined at a later time.
87. This may be clarified by other questions that were submitted but I wanted to confirm as we secure letters of commitment from project partners. Who should the letters be addressed to? The PON shows your address and the CommBuys Bid Solicitation listed Stephen White. What would you prefer?
- Alex Pollard should be the person proposals and letters are addressed to. The PON has been amended to reflect this change.
88. Would a new extremely efficient commercial kitchen on our farm be eligible in this program?
- If the commercial kitchen is part of an existing building, then the entire building would need to meet the ZNEB definition in the PON.

89. We have a long wish list of things we would like at our farm. Do you have a list of projects that have been awarded to farms. This would make it a little easier to see if some of our wish list is appropriate.
- a. DOER will evaluate grant proposals and make awards based on project budget as a whole, not necessarily to reimburse specific project expenses.
90. Can an awarded applicant utilize funds from other sources in combination with DOER's funds, specifically, funding programs of the MassCEC, MassSave (utility incentives), USDA, MDEP and MDAR?
- a. Yes, other funds can be leveraged. Leveraged funds are part of the evaluation criteria.
91. Does this grant fund more than the energy equipment components of the building and include the building envelope as well?
- a. DOER will evaluate grant proposals and make awards based on project budget as a whole, not necessarily to reimburse specific project expenses.
92. Would you please simplify what potential benefit this grant could have for someone like me, with a single family home?
- a. This grant program will allow and applicant to receive grant funds to bring a single family home to a ZNEB and reduce energy costs.